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April 12, 2010

**VIA OVERNIGHT DELIVERY**

Mr. Charles L.A. Terreni  
Chief Clerk/Administrator  
SC Public Service Commission  
101 Executive Center Dr., Ste. 100  
Columbia, SC 29210  
(803) 896-5100

RECEIVED  
APR 13 2010  
10:00 AM  
SC PUBLIC SERVICE COMMISSION

Re: Safari Communications, Inc.  
Docket No. 2010-104-C

Dear Mr. Terreni:


Enclosed please find for filing an original and twenty-five (25) copies of the company's pre-filed testimony. The company does not intend to engage in telemarketing in the State of South Carolina.

I have enclosed an extra copy of this letter to be date-stamped and returned to me in the self-addressed, postage prepaid envelope I have provided.

RETURN DATE: 04/16/10  
PLACE IN ENVELOPE

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me. Thank you.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Claudia McDowell". The signature is fluid and cursive, with the first name "Claudia" being more prominent than the last name "McDowell".

Claudia McDowell  
Legal Assistant to Lance J.M. Steinhart  
Attorney for Safari Communications, Inc.

Enclosure  
Thomas Peltier (w/enc)

Shealy Boland Reibold, Esq.  
ORS  
P. O. Box 11263  
Columbia, SC 29211

Shealy Boland Reibold - ORS via e-mail: [sreibol@regstaff.sc.gov](mailto:sreibol@regstaff.sc.gov)

Scott Elliott, Esq. (w/enc)  
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**BEFORE THE**  
**PUBLIC SERVICE COMMISSION OF**  
**SOUTH CAROLINA**  
**DOCKET NO. 2010-104-C ORDER NO. 2010-247**

In the Matter of )  
)  
The Application of )  
Safari Communications, Inc. )  
For a Certificate of Public ) **DIRECT TESTIMONY**  
Provide Interexchange and ) **OF THOMAS PELTIER**  
Local Exchange )  
Telecommunications Services and )  
for local service offerings to be regulated )  
in accordance with procedures authorized )  
for NewSouth Communications in Order )  
No. 98-165 in docket No. 97-467-C; and )  
For interexchange service offerings to be )  
regulated in accordance with procedures )  
established for alternative regulation in )  
Order Nos. 95-1734 and 96-55 in )  
Docket No. 95-661-C . )

I. Introduction

30 1. **Q. Please state your name and business address.**

31 A. My name is Thomas Peltier. My business address is 4915 Dorothy Avenue,  
32 Sarasota, Florida 34235.

33 2. **Q. By whom are you employed and in what capacity?**

34 A. I am the President of Safari Communications, Inc. ("Safari").

35 3. **Q. Please give a brief description of your background and experience in business**  
36 **and telecommunications.**

37 A. See Exhibit D to our application.



1     7.     **Q.     Please describe the services Safari intends to provide within the State of South**  
2                   **Carolina.**

3  
4                   Safari may offer a full array of services to both business and residential  
5 customers, including the following:

6  
7                   Interexchange (switched and dedicated services):

- 8                   A.     1+ and 101XXXX outbound dialing;  
9                   B.     800/888 toll-free inbound dialing;  
10                  C.     Calling cards; and  
11                  D.     Data Services.

12  
13                  Local Exchange:

- 14                  A.     Local Exchange Services for business and residence customers that will  
15                        enable customers to originate and terminate local calls in the local calling area  
16                        served by other LECs, including local dial tone and custom calling features.  
17                  B.     Switched local exchange services, including basic service, trunks, carrier  
18                        access, and any other switched local services that currently exist or will exist in the  
19                        future.  
20                  C.     Non-switched local services (e.g., private line) that currently exist or will  
21                        exist in the future.  
22                  D.     Centrex and/or Centrex-like services that currently exist or will exist in the  
23                        future.  
24                  E.     Digital subscriber line, ISDN, and other high capacity services.

25  
26                  Safari will initially resell local and long distance services, and provide local  
27                        service though the use of use unbundled network elements utilizing the facilities  
28                        of the existing LECs or underlying carriers that presently serve South Carolina.

29  
30                  Safari seeks authority to resell and provide through its own facilities local  
31                        exchange services throughout the State primarily in the areas served by AT&T.

32                  Safari's local calling areas initially will coincide with the incumbent local  
33                        exchange carrier's local calling areas. Safari has no plans to install facilities in the

1 State of South Carolina. If Safari installs facilities in South Carolina, it will  
2 probably voice and high speed data services through a combination of the latest  
3 technology switching and transport media. The switching system will consist of a  
4 central processing and control complex capable of interconnection as a peer to the  
5 incumbent as well as competitive local exchange companies. The hub portion of  
6 the switch will interconnect with the public switched network on Signaling  
7 System 7 ("SS7") or Feature Group D ("FGD") facilities. The system's remote  
8 module capability will allow properties to be served in a manner that provides the  
9 exchange of appropriate signaling, control and calling/caller information to the  
10 network in accordance with network standards and specifications. Additionally,  
11 these services may be delivered over a combination of delivery mechanisms  
12 through incumbent local carriers' unbundled loop network, both copper and fiber  
13 and transport networks, as well as via Safari constructed facilities. Its services  
14 will be available on a full-time basis, twenty-four hours a day, seven days a week, to  
15 customers within the geographic boundaries of the State of South Carolina.  
16 Customers will be billed by Safari. Safari is committed to providing access to a  
17 local operator, directory assistance, 911 services, and dual relay services. Safari is  
18 also willing to accept its obligations to collect 911 and dual relay service  
19 surcharges from its local exchange customers, and to remit those funds to the  
20 appropriate authorities.

21 8. Q. What carrier will Safari utilize as its underlying carrier for services in South  
22 Carolina?

1           A.     For interexchange service, Safari intends to utilize BellSouth Telecommunications,  
2                   Inc. d/b/a/ AT&T South Carolina ("AT&T") as its underlying carriers. Safari  
3                   intends to offer service offer local service using facilities of the incumbent local  
4                   exchange telephone companies ("LECs") certificated to provide local exchange  
5                   service in the State of South Carolina. The company intends to initially negotiate  
6                   with BellSouth.

7     9.     **Q.     Does Safari have authorization to provide intrastate telecommunications**  
8                   **services in any other state?**

9           A.     Yes, Safari has such in the State if North Carolina.

10    10.    **Q.     Has Safari ever had an application for a certificate of public convenience and**  
11                   **necessity denied?**

12           A.     No.

13    11.    **Q.     Does Safari intend to file a tariff with the Commission?**

14           A.     Yes. Safari filed an interexchange tariff as Exhibit F and a local price list as Exhibit  
15                   E to its Application in this proceeding that it will modify as necessary in order to  
16                   meet the Commission's requirements. We believe Safari's Tariff and price list will  
17                   comport with all Orders, Rules, and Regulations of the Commission.

1     **12.   Q.    Will Safari comply with the Commission's orders regarding the provision of**  
2               **interexchange and local services?**

3           A.    Yes. Safari will at all times provide and market services in accordance with current  
4               Commission policies. In particular, Safari is familiar with Commission Order No.  
5               93-462 regarding resale of intraLATA telecommunications services and will attempt  
6               to comply with the terms of that order in every respect possible. In addition, Safari  
7               at all times will provide interstate services in compliance with all FCC rules and  
8               regulations. Safari will at all times provide and market services in accordance with  
9               current Commission policies and will attempt to comply with the terms of that order  
10              in every respect possible.



1 13. **Q. Has Safari provided any intrastate telecommunications services within the**  
2 **State of South Carolina?**

3 A. No it has not.

4 14. **Q. What rates will Safari charge upon receipt of certification?**

5 A. Safari will charge the tariffed rates approved by the Commission.

6 15. **Q. How will Safari market services in South Carolina?**

7 A. Safari intends to market its services via direct sales by Safari's employees.

8 **III. Managerial, Technical and Financial Qualifications**

9 16. **Q. Does Safari have sufficient managerial, technical, and financial resources and**  
10 **ability to provide the telecommunications services proposed in its Application?**

11 A. Yes. Safari has sufficient technical, financial, and managerial resources and ability  
12 to provide the telecommunications services for which authority is sought herein.  
13 Safari's personnel represent a broad spectrum of business and technical disciplines,  
14 possessing many years of individual and aggregate telecommunications experience.  
15 The qualifications and experience of Safari's key management team are discussed on  
16 Exhibit D which is attached to our Application in support of Safari's managerial and  
17 technical ability to provide the services for which authority is sought herein.

1 17. **Q. How does Safari handle customer service requests?**

2 A. Safari's customer service representatives are available to assist its customers and  
3 will promptly respond to all customer inquiries. Customers may call INSERT  
4 800 or a local number. The applicable toll free or local numbers will be printed  
5 on customers' monthly billing statements. Alternately, customers wishing to  
6 communicate with a Safari customer service representative in writing may send  
7 written correspondence to Safari at:

8  
9 Safari Communications, Inc.  
10 ATTN: Customer Service  
11 4915 Dorothy Avenue  
12 Sarasota, Florida 34235

13 Safari's customer service representatives are prepared to respond to a broad range  
14 of service matters, including inquiries regarding: (1) the types of services offered  
15 by Safari and the rates associated with such services; (2) monthly billing  
16 statements; (3) problems or concerns pertaining to a customer's current service;  
17 and (4) general service matters.

18 .  
19 18. **Q. Please describe the financial condition of Safari.**

20 A. In support of Safari's financial ability to provide the services sought herein, copies of  
21 Safari's Profit and Loss Forecast from January through December 2010, were  
22 submitted as Exhibit C to its Application.

IV. Public Interest

19. **Q. How will residents of South Carolina benefit from Safari's services and presence in South Carolina?**

The Commission's grant of this certificate is in the public interest because consumers of telecommunications services within Safari's service territory will receive increased choice, improved quality of service, and heightened opportunities to obtain improved technology in the homes and businesses. Market incentives for new and old telecommunications providers in South Carolina will be improved greatly through an increase in the diversity of suppliers and competition within the local exchange telecommunications market. Consistent with the Commission's intent to aid in the development of a competitive telecommunications environment in South Carolina, the granting of a certificate of authority to provide local exchange service will offer increased efficiency to the State's telecommunications infrastructure through greater reliability of services and an increase in competitive choices.

20. **Q. Has the Company ever been the subject of an investigation by any state Regulatory body or by the FCC?**

A. No.

21. **Q. Will the Company agree to abide by and comply with the Commissions Rules and Regulations and Commission Orders in its operations in South Carolina?**

A. Yes.

1

2 20. **Q. Does this conclude your testimony?**

3 A. Yes. I would like to thank the Commission for this opportunity to provide  
4 information relevant to Safari's Application and am ready to provide any additional  
5 information that the Commission may need in making its decision.  
6